

Message Text

UNCLASSIFIED

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AMEMBASSY BRUSSELS

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E. O. 11652 N/A

TAGS: BRTA BE

SUBJ: TRAVEL BY FOREIGN BUSINESSMEN, STUDY TRIP TO USA BY
MEMBERS OF IMPORTANT ANTWERP TRUCKING FIRM.

REF: ANTWERP 467 AND 013

CONGEN WOULD LIKE TO RECEIVE AND ANSWER TO ITS TWO TELEGRAMS
REFERENCED ABOVE CONCERNING STUDY TRIP TO USA OF ANDRE
COULIER, MANAGING DIRECTOR, J. NAGELS, TECHNICAL MANAGER
AND F. COTTELEER, ADVISOR OF A MAJOR ANTWERP TRUCKING FIRM
COULIER N. V.

THEY ARE INTERESTED IN CONTACTING MAJOR AMERICAN TRUCKING
FIRMS TO DISCUSS NEW METHODS, INTERNAL ORGANIZATION AND
MATERIAL AND EQUIPMENT USED BY SUCH FIRMS. COULIER N. V. IS
EXPANDING ITS FACILITIES IN THE PORT OF ANTWERP AND NEEDS
NEW EQUIPMENT URGENTLY, INCLUDING TRUCKS. IT IS ALSO
INTERESTED IN A JOINT VENTURE, WITH AN AMERICAN TRUCKING
FIRM. PURPOSE OF TRIP THEREFORE IS NOT ONLY TO SEE HOW
MAJOR AMERICAN TRUCKING FIRMS OPERATE BUT ALSO TO LOOK AT
NEW EQUIPMENT IN THIS FIELD WITH VIEW TO BUYING.
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